

## HORSE SENSE

*By Elbert Hubbard*



¶ If you work for a man, in heaven's name work for him.

¶ If he pays you wages that supply you with bread and butter, work for him, speak well of him, think well of him, stand by him, and stand by the institution he represents.

¶ I think if I worked for a man, I **WOULD** work for him. I would not work for him a part of HIS time, but **ALL OF HIS TIME**.

¶ I **WOULD GIVE AN UNDIVIDED SERVICE OR NONE**.

¶ If put to the pinch, an ounce of loyalty is worth a pound of cleverness.

¶ If you must vilify, condemn and eternally disparage, why, resign your position, and when you are outside, **DAMN** to your heart's content. But I pray you, so long as you are a part of an institution, do not condemn it. Not that you will injure the institution—not that—but when you disparage the concern of which you are a part you disparage yourself.

¶ And don't forget—"I forgot"—won't do in business.